

Cooperative Purchasing Opportunities for Buying PCF Copy Paper

RPPC

[NOTE: RPPC prices below are effective for 2002. In December 2003, RPPC was renegotiating its contract with New Leaf and more current pricing was not available.]

The Recycled Products Purchasing Cooperative (RPPC), sponsored in part by the US EPA Region 9 and coordinated by Solana County Recyclers, is a non-profit environmental organization located in San Diego. RPPC currently offers New Leaf's *Encore 100* copy paper with the following characteristics:

- 100% post-consumer recycled
- Processed without chlorine or chlorine derivatives (PCF)
- Multi-use office copy paper for all high speed xerographic uses, laser and inkjet printers and fax machines
- 8 ½ x 11, white, 85 bright, 20#

Prices per case range from \$29.00-33.50/case depending on number of cases purchased. (RPPC does not currently offer any toilet paper.) RPPC traditionally provides quarterly statements to their customers which can serve ABAG to help track the purchase of PCF paper.

Paper	Volume	Price per case	Delivery	Estimated Delivery Time
White 8.5 x 11	Truckload (880+ cases)	\$29.00	Dock only	5-7 days
White 8.5 x 11	Half Truck (360-840 cases)	\$29.20 + \$80/order for delivery	Dock only	5-7 days
White 8.5 x 11	5-8 Pallets (200-320 cases)	\$29.50 + \$80/order for delivery	Dock only	5-7 days
White 8.5 x 11	3-4 Pallets (120 & 160 cases)	\$30.50 + \$80/order for delivery	Dock only	5-7 days
White 8.5 x 11	1-2 Pallets (41-80 cases)	\$32.00 + \$60/order for delivery*	Inside	1-2 days
White 8.5 x 11	½-1 Pallet 20-40 cases	\$32.00 + \$30/order for delivery*	Inside	1-2 days

*The delivery charge for 20-80 case orders for certain locations in the Bay Area (e.g. Palo Alto) is higher.

Pricing is effective through 6/30/02. Membership in the co-op is free. All proceeds support the co-op's ongoing efforts to help businesses buy environmentally preferable products.

SEE ATTACHMENTS FROM RPPC FOR MORE DETAILED INFORMATION.

Other Purchasing Opportunities

Other cooperative purchasing opportunities may include existing or future contracts through Alameda County's General Services Agency, the State of California's Department of General Services, or the U.S. Communities Government Purchasing Alliance (US Communities).

- Alameda County's previous three-year GSA contract offered Aspen 100 from Boise Cascade through Spicer's Paper (Spicer's used to offer Eureka 100, but has discontinued offering Georgia Pacific papers). The contract expired in March of 2003 and a replacement contract is currently under review. Currently Spicer's offers the Aspen 100 paper at \$42.00/case, a drop from last year's price of \$46.60/case.
- The State of California's Department of General Services now offers Boise Cascade's Aspen 100 PCF copy paper (Product code: P1054922). The price for Aspen 100 through the State contract is apparently \$36.60/case, however Boise said that any municipality who has a contract with them can purchase this paper, and can most likely get a lower price than the State contract.
- US Communities is jointly sponsored by the National Association of Counties (NACo), the National Institute of Governmental Purchasing (NIGP), the National League of Cities (NLC), and the United States Conference of Mayors (USCM). US Communities contracts through Office Depot for copy paper. Office Depot does not currently provide PCF paper to customers, but has the ability to provide it. Prices could not be obtained until purchase volumes are determined.

The table below summarizes some of these possible purchasing pool mechanisms in addition to RPPC.

Paper	Purchasing Pool Option	Current Price Per Case	Contact Info
New Leaf Encore 100	RPPC	\$29.00-33.50 (as of June 2002)	Russell Levan/RPPC 800-694-8355 (For other specialty PCF papers through New Leaf, contact Justin Tired: 503-244-5323)
Aspen 100	Spicers-Alameda Co GSA contract	\$42.00 (December 2003)	John Butchart/Alameda Co. GSA 510-208-9602 Bill Swisser/Spicers 866-774-2377 x345
Aspen 100	CA DGS contracts	\$30.76* (December 2003)	Anthony Armstrong-Brown/Boise Cascade, Acct Manager for State Contract 800-310-8008 x5306
unknown	US Communities	unknown	Rob Braulik/US Communities 925-933-9229 x20

*Any municipality with a contract with Boise can purchase this paper, and can most likely get a lower price than the State contract. Contact Vanessa for more information.

Issues

There are two important issues to consider related to participating in or forming a co-op:

- Existing contracts that are in place and when they expire
- Preferred delivery method: central dock delivery vs. inside delivery for each department

These issues of preferred delivery method and existing contracts are critical to the ability to set up any new contract and leverage the best prices. The various municipalities participating in the ABAG Dioxins Task Force all have different contracts in place which expire at different times. This will affect the ability to develop a new contract or purchase from any existing contract. Also, the logistics of delivery of the paper will significantly affect the price of the paper. Prices are the highest for small orders delivered inside to individual departments. Central dock delivery of large volumes will yield the lowest prices. However, central dock delivery will create logistical issues for further distribution to each municipality and each department. These issues will need to be discussed by the Task Force members.

Toilet Paper

It appears that the opportunities to buy unbleached or PCF toilet paper have significantly diminished in recent years. It also appears that these types of toilet papers are not currently offered through existing janitorial contracts at Alameda County or the State. [For more information, please refer to the document *Getting Started on Chlorine-Free Paper Purchasing, Frequently Asked Questions*.]

Suggestions for Future Tasks

There is a group of State of California staff from various organizations which meets each month to pursue purchasing issues. It might be worthwhile to talk to them to discuss increasing the opportunities to purchase chlorine-free papers (including expanding the choices of PCF copy paper and adding unbleached or PCF toilet paper). [The Procurement Task Force is headed by Arnie Sowell from State and Consumer Services. His secretary is Tiffany Golden (916-651-8262). Kathy Frevert at California Integrated Waste Management Board acts as the facilitator of this group (916-341-6476).]*

*Current as of May 2002

It may also be worthwhile to pursue further the purchasing opportunities through US Communities.